

## Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

UNCLAS STATE 092395

E.O. 11652:N/A

TAGS: OEXC, JA

SUBJECT: CULCON VIII: CULTURAL ORIENTATION OF BUSINESS/

-----PROFESSIONAL REPRESENTATIVES

1. TO ASSURE FRUITFUL DISCUSSION IN LIMITED TIME DURING CULCON, AMERICAN SIDE PLANS TO HAVE SEVERAL SHORT PAPERS PREPARED ON THIS TOPIC WHICH WILL IN SUM: 1) DESCRIBE THE CURRENT SITUATION; 2) OUTLINE WHAT IS NOW BEING DONE WITHIN ACADEMIC PROGRAMS AND ALSO FOR MID-CAREER BUSINESSMEN AND OTHER PROFESSIONALS PREPARING FOR JAPAN ASSIGNMENTS AND 3) WHAT MIGHT BE DONE IN FUTURE. RICHARD STAUBITZ OF YALE WILL DO SHORT WORKING PAPER ON CURRENT SITUATION AND PRESENT UNIVERSITY PROGRAMS IN US FOR PANEL'S INFORMATION; BUD KLAUSER OF DOW-CHEMICAL WILL PREPARE SIMILAR SHORT PAPER ON PROBLEM AND NEEDS AS VIEWED FROM US BUSINESS. STAUBITZ WILL INCLUDE DESCRIPTION OF BCIU AMERICAN UNIVERSITY ORIENTATION PROGRAM AMONG OTHERS.

GERSTACKER AND HALL AGREE IT WOULD BE MOST HELPFUL IF TOM HAGUE WOULD BE WILLING TO PREPARE SHORT PAPER FOR INTENDED USE OF BOTH PANELS AT CULCON DESCRIBING SITUATION AND NEEDS ON AMERICAN SIDE AS HE SEES THEM FROM TOKYO. PLEASE ADVISE.

2. TO GAIN WIDER COMMITMENT FOR FUTURE ACTION FROM BUSINESSES IN JAPAN AND US, DEPARTMENT, HALL AND GERSTACKER

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BELIEVE IT WOULD BE MOST APPROPRIATE FOR CULCON COMMUNIQUE

TO RECOMMEND COOPERATION IN, AND FURTHER CONSIDERATION OF, THIS PROJECT BY A SMALLER, AD HOC GROUP FROM CULCON AND FROM US-JAPAN ECONOMIC COUNCIL WHICH MEETS IN JAPAN IN JUNE GERSTACKER WOULD THEN ATTEMPT OBTAIN AGREEMENT AND ENDORSEMENT AT TOKYO COUNCIL MEETING. EMBASSY IS REQUESTED TO SEEK FONMIN REACTION TO THIS PROPOSED APPROACH.

3. IT WOULD BE HELPFUL IF STAUBITZ COULD HAVE BRIEF, UP-TO-DATE DESCRIPTION FOR HIS PAPER OF IUC PROGRAMS RELATING TO THIS TOPIC, BOTH CURRENT PROJECT AND POSSIBLE FUTURE PLANS. PLEASE ASK BUTLER TO SEND VIA CU/EA.

4. CERTAINLY BOTH PANELS WOULD BENEFIT BY HAVING SOMEWHAT SIMILAR WORKING PAPERS FROM JAPANESE ON JAPAN SITUATION AND POSSIBLE FUTURE ACTIONS. OBVIOUSLY IN TIME REMAINING, SUCH PAPERS ON BOTH SIDES WILL BE SKETCHY AND ONLY FOR INTERNAL USE, HELPING DELEGATIONS TO MAKE BEST USE OF LIMITED TIME ON AGENDA FOR DISCUSSION THIS NEW TOPIC. EMBASSY REQUESTED DISCUSS WITH FONMIN AND ADVISE.

5. ABOVE MAKES IT ALL THE MORE IMPORTANT THAT JAPANESE DELEGATION INCLUDE A BUSINESS REPRESENTATIVE. JAPANESE MAY ALSO WISH CONSIDER INVITING JAPANESE BUSINESS REPRESENTATIVE NOW ASSIGNED IN US TO PARTICIPATE IN DISCUSSION OF THIS AGENDA ITEM. ROBINSON

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